

# **RYAN K. MACKEY**

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## **SENIOR MANAGER / DIRECTOR**

**Operations / Maintenance / Customer Service / Sales**

Regional and OTR Trucking / Heavy Equipment and Quarry Operations

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### **CAREER ACCOMPLISHMENTS**

- Results-driven, high-performance, reliable, and trustworthy senior manager with a 20-year career history of rapid advancement, innovation, visionary leadership, expertise, and distinguished performance in all levels of transportation operations, quarry operations, equipment management, and maintenance.
  - Captured \$2 Million reduction in overall maintenance cost while reducing fleet downtime through tracking, analysis, proper sourcing, procurement, and labor negotiations.
  - Conducted routine reviews of staffing and scheduling to ensure labor, maintenance, and production efficiency of 40 units ranging from wheel loaders to screeners and a 50 dump truck delivery, and rental operation.
  - Key contributor in establishing successful and profitable \$1.5 million used heavy equipment re-fabrication, sales, and rental division maintaining an average of 20 units.
  - Directed all sales and dispatch operations for a 50 truck regional construction materials delivery division in addition to a regional wholesale propane delivery operation.
  - Proven results in business start-up and development, operations management, customer management, vendor relationship management, and sales management.
  - Current Ohio Class-A Commercial Driver's License (CDL).
  - Willing to Relocate for the Right Opportunity.
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### **CORE COMPETENCIES**

Personnel Coach and Team Builder...Maintenance Operations and Change Management

Strong Communicator and Highly Organized...Equipment and Facilities Management

Strong Business and Financial Knowledge...Division P/L and Cost Controls

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### **PROFESSIONAL EXPERIENCE**

**Air-ride, Inc., Swanton, Ohio (2004 – 2009)**

**Executive Vice President and Director of Fleet and Maintenance (2008 – 2009)**

- Directed fleet management operations for 900+ power units and 53 foot roller and dry floor trailers of a North American air freight specialized common carrier, revitalized multiple site facilities management programs, improved staff competencies, and enhanced reliability of maintenance management systems.
- Captured 40 percent (\$2MM) reduction in overall maintenance cost while reducing fleet downtime through tracking, analysis, proper sourcing, procurement, and labor negotiations.
- Effectively closed underperforming division as leader of cross department team that contributed to saving the company significant financial losses.

**PROFESSIONAL EXPERIENCE (continued)**

**Business Development Manager - Leasing Division (2004 – 2008)**

- Division manager with full P&L responsibility for the leasing division; directed asset management from initial start-up; orchestrated core operation strategies; developed solid foundations that facilitated leasing division growth from start-up to \$3 million in yearly revenue that led to a full service national leasing operation with over 100 units leased.
- Spearheaded the development of sales staff that contributed to consistently exceeding sales goals and increased annual sales by 20%.
- Pioneered company operations with a focus in customer service and communication skills; mentored staff in administration, sales, and maintenance to ensure excellent customer satisfaction and retention while maintaining acute cost awareness.
- Cultivated and maintained relationships with numerous 3<sup>rd</sup> party logistics (3PL) companies and asset based truck load carriers.

**S.E. Johnson Company, Maumee, Ohio (2002 – 2004)**

**Quarry Manager**

- Managed location P/L; responsible for the strategic planning, staffing, and daily operations of a sand and gravel quarry operation producing 250,000 tons annually.
- Exceeded production demand while safe working conditions were maintained and ensured regulatory compliance standards as per OSHA and state mining regulations.
- Conducted routine reviews of staffing and scheduling to ensure labor, maintenance, and production efficiency of 40 units ranging from wheel loaders to screeners.

**Contractors' Sand and Stone, Swanton, Ohio (1995 – 2002)**

**General Manager (1997 – 2002)**

- Fast track promotion through a series of increased responsibilities that led to a successful reorganization, employee re-staffing, and implementation of new company policies and procedures; created formal strategic operating plans of sand and gravel quarry with a 50 truck regional delivery and construction rental division.
- Coached, evaluated, and trained supervisors and employees in sales, operations, quarry, and clerical capacities; analyze and adjust machinery and truck maintenance procedures.
- Created and operated a division for regional bulk propane wholesale delivery operation.

**Equipment / Quarry Manager (1995 – 1997)**

- Coordinated quarry and fleet operations, equipment utilization, efficiency, and downtime through multiple locations with rental and quarry equipment.
- Reduced employer risk and employee injury through development of company's first safety training and fraud prevention program compatible with OSHA and state mining regulations.
- Key contributor in establishing successful and profitable used heavy equipment re-fabrication, sales, and rental division with \$1.5 Million in assets.

**Martin Enterprises, Fort Wayne, Indiana (1992 – 1995)**

**Crane Operator**

- Operated 250 Ton 19-axle highway transporter / Crane Operator up to 90 ton.

**Wilder Farms, Linton, Indiana (1991 - 1992)**

**Farm Hand / Truck Driver**

- Operated all machinery related to 7000 + acre grain farm

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**EDUCATION**

University of Phoenix - Cleveland, Ohio

Enrolled in Bachelor Degree Program, Majoring in Business Management, degree expected mid - 2011

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**PROFESSIONAL DEVELOPMENT**

Sandler Sales Institute, Maumee, Ohio - Certificate of Leadership/Sales (1998)